

JSIC "INGO"

# ANNUAL REPORT INGO

2023

## INTRODUCTION

# INSURANCE MARKET

The war significantly affected the economy in general and the financial sector in particular. And only now there is a gradual recovery of insurance market indicators to the level of 2021. At the same time, market players continue to undergo NBU procedures to comply with the new license conditions.

According to the NBU, at the year end compared to Q3, the gross risk insurance premiums decreased, while the insurance indemnities increased. The loss and risk insurers' efficiency ratios have worsened. However, thanks to investment income, the insurers were profitable.

In Q4, the volume of assets of risk insurers remained unchanged, and for the whole year it increased by only 1%. In 2023, 27 companies were excluded from the Register - all from the risk insurance segment.

## INGO. GENERAL ESTIMATES

JSIC "INGO" showed optimistic results. During the last year, the company indemnified for losses in the amount exceeding UAH 1 billion 172 million. (+74% compared to the previous year), more than 152,000 insured events were settled. According to the results of 2023, we have a significant increase in premiums by 50%, which amounted to UAH 2,674 billion, of which over UAH 1.9 billion came from legal entities. The indicator of highly liquid assets reached UAH 2.7 billion. The company's equity increased by 24%, amounting to UAH 1 billion 191 million.

Adequately formed technical reserves enable the company to fulfill its obligations to its clients in a timely, continuous and full capacity. INGO's strategy consists in forming a competent approach to the product line in all lines of business. This includes a number of components: tariff policy, competitiveness and fullness of these products, risk coverage and setting up business processes in client service.

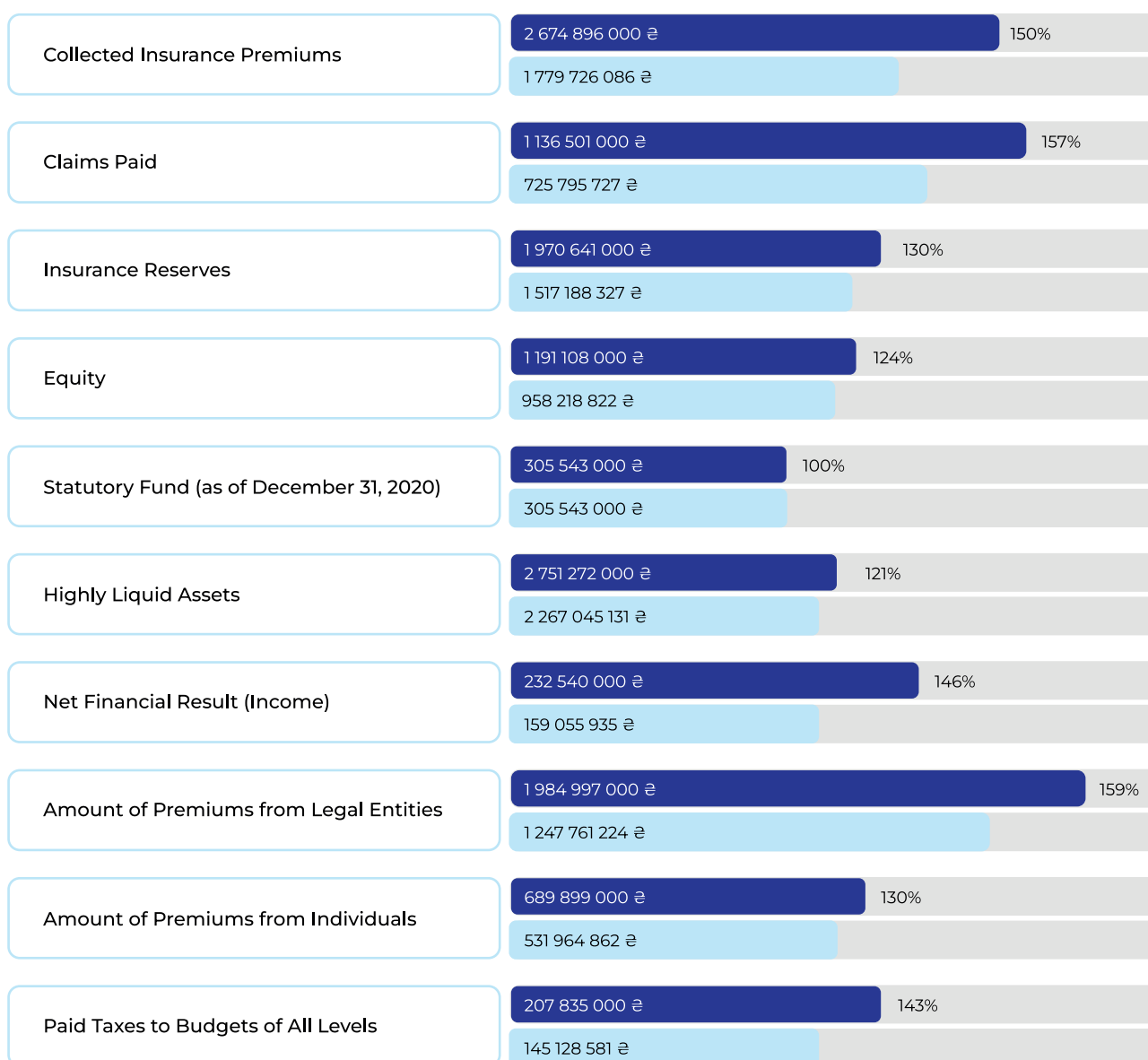
"In my opinion, the most important thing is that the business model we have chosen as a whole looks successful. We had some kind of 30-year test drive. It is also important that the company entered the anniversary year with a new development strategy approved by the Supervisory Board. Our main task for the coming years is organic profitable growth with dynamics not lower than top 10 insurance companies. We also see our task as providing our clients with quality products and services as much as possible, increasing operational efficiency indicators and continuing the formation of human capital. Currently, in order to implement these strategic tasks, the company is implementing a number of transformational projects, for the implementation of which we are directing significant amounts of investment."

- Igor Gordiyenko, CEO of JSIC "INGO"



# INGO'S KEY METRICS

2023 2022



# INSURANCE PREMIUMS BY TYPES

2023 2022

## Motor Insurance

Voluntary Third-Party Liability	25 215 971 ₺	18 427 649 ₺
CASCO	545 603 288 ₺	449 755 125 ₺
Compulsory Motor Third-Party Liability Insurance	294 263 970 ₺	189 742 319 ₺
Green Card	319 687 912 ₺	218 002 144 ₺

## Property and Property Liability

Property Insurance	220 151 096 ₺	124 205 082 ₺
Property Liability Insurance	38 983 316 ₺	15 628 373 ₺
Goods and Baggage Insurance	205 084 526 ₺	124 816 068 ₺
Agricultural Insurance	167 774 ₺	426 237 ₺
Other types of Property and Liability Insurance	54 503 579 ₺	2 653 180 ₺

## Types of Personal Insurance

Voluntary Health Insurance	658 480 284 ₺	432 942 517 ₺
Accident Insurance	81 243 060 ₺	72 464 384 ₺
International Travel Medical Insurance	25 054 590 ₺	17 563 745 ₺
Other Types of Personal Insurance	2 657 074 ₺	1 992 497 ₺

## Special Lines

Aviation Risk Insurance	152 515 729 ₺	63 654 526 ₺
Forwarding Insurance	22 854 489 ₺	12 261 979 ₺
Marine Insurance	18 184 095 ₺	18 688 966 ₺
Railway Rolling Stock Insurance	6 168 698 ₺	6 422 150 ₺
Nuclear Operator's Liability Insurance	3 122 636 ₺	7 049 749 ₺
Trade Credit Insurance	953 676 ₺	3 029 397 ₺

Total

2 674 895 763 ₺

1 779 726 086 ₺

## MARKET POSITIONS

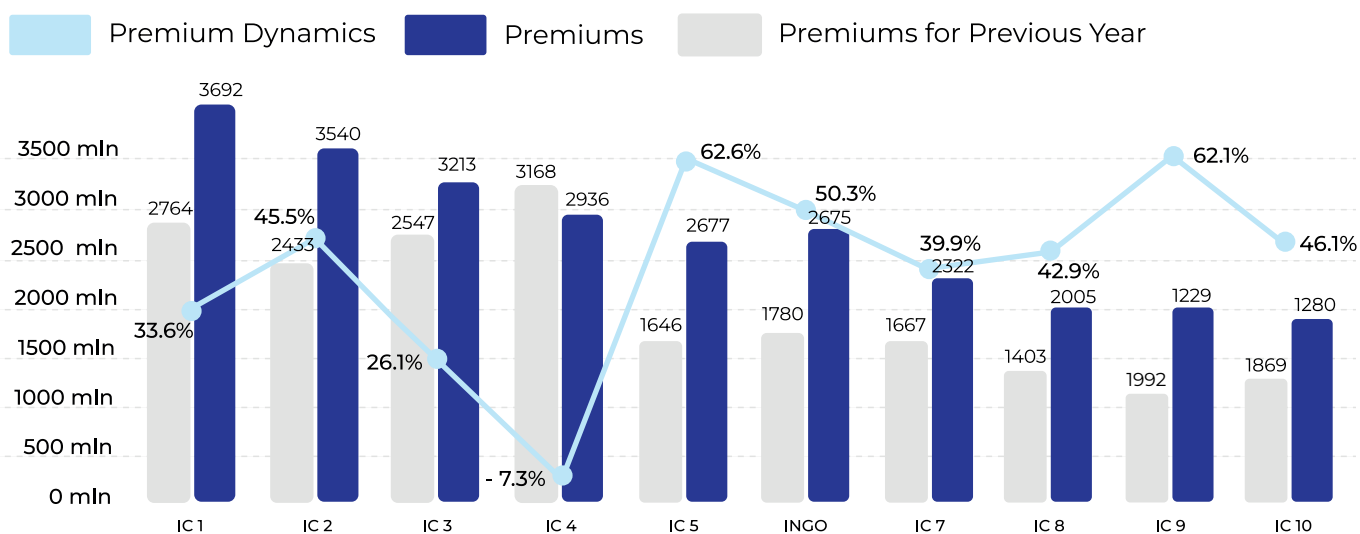
# GROSS PREMIUMS

### All Types of Insurance. Gross Premiums

INGO Dynamics 50.3%

vs.NAIU 33.8%

### Insurance Premiums



## MARKET POSITIONS

# PREMIUMS, LEGAL ENTITIES

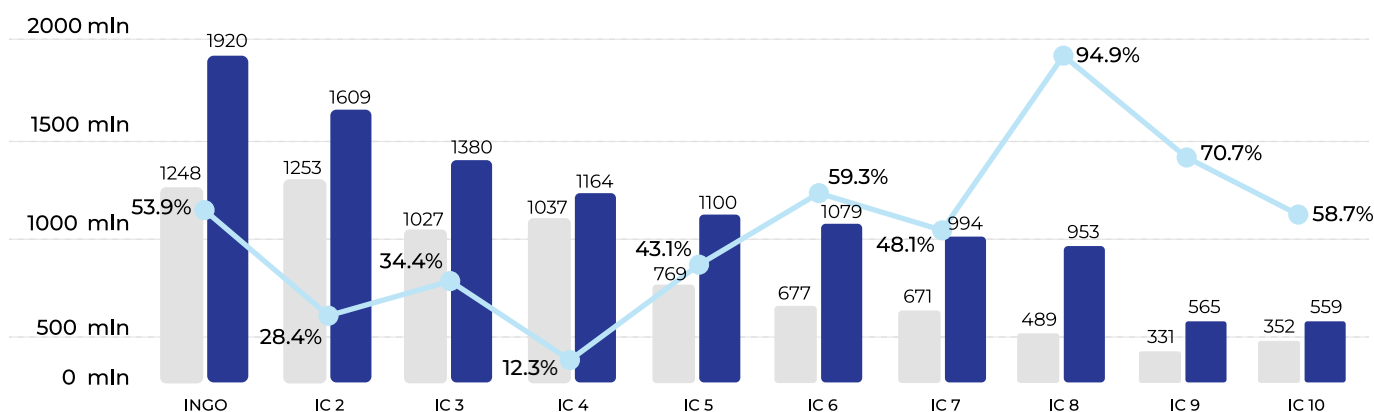
### All Types of Insurance. Premiums of Legal Entities

INGO Dynamics 53.9%

vs.NAIU 41.9%

#### Insurance Premiums

Premium Dynamics Premiums Premiums for Previous Year



## MARKET POSITIONS

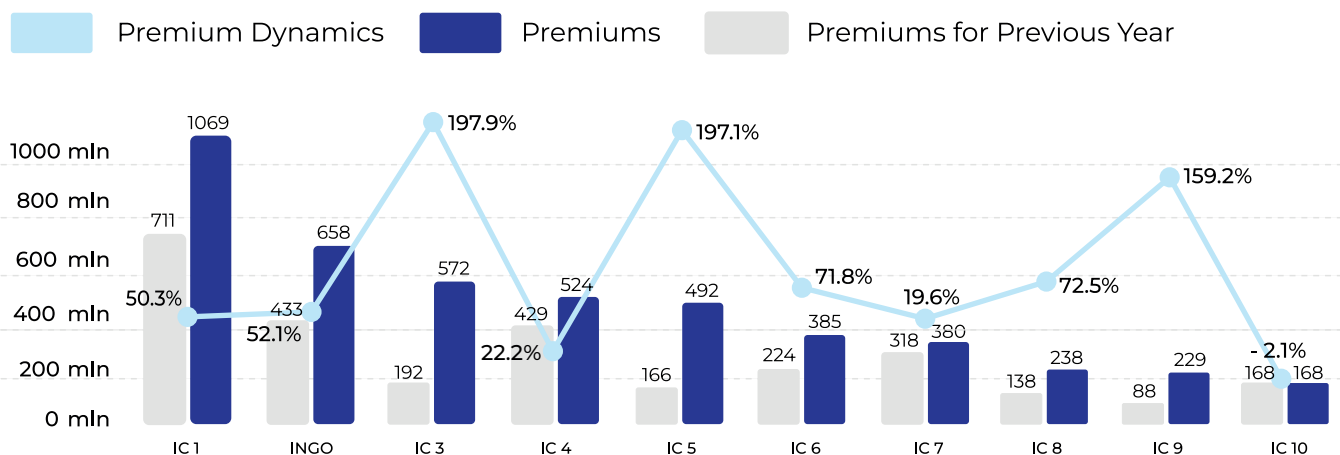
# PREMIUMS, VOLUNTARY HEALTH INSURANCE

### Gross Premiums for Voluntary Health Insurance

INGO Dynamics 52.1%

vs.NAIU 62.0%

### Insurance Premiums





## MARKET POSITIONS

# PREMIUMS, PROPERTY INSURANCE AND SPECIAL LINES

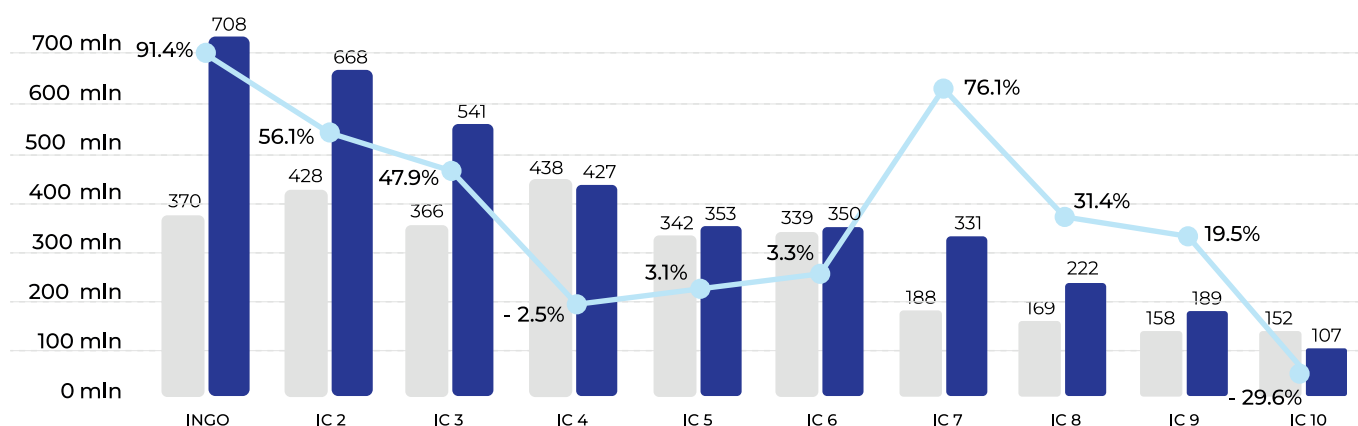
### Gross Premiums for Property and Specialty Line Insurance

INGO Dynamics 91.4%

vs.NAIU 31.1%

#### Insurance Premiums

Premium Dynamics Premiums Premiums for Previous Year





## MARKET POSITIONS

# PREMIUMS, CARGO INSURANCE

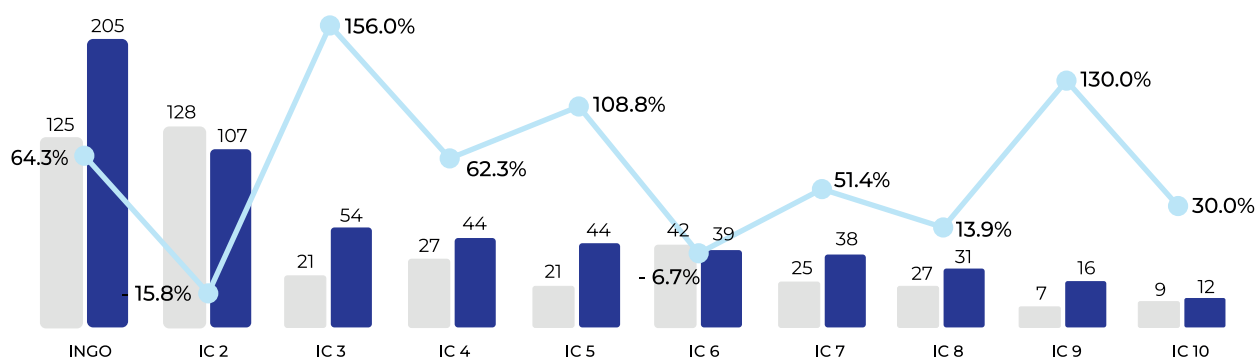
### Gross Premiums for Cargo Insurance

INGO Dynamics 64.3%

vs.NAIU 38.2%

### Insurance Premiums

Premium Dynamics Premiums Premiums for Previous Year



## MARKET POSITIONS

# PREMIUMS, FINANCIAL LOSS INSURANCE (LEGAL ENTITIES)

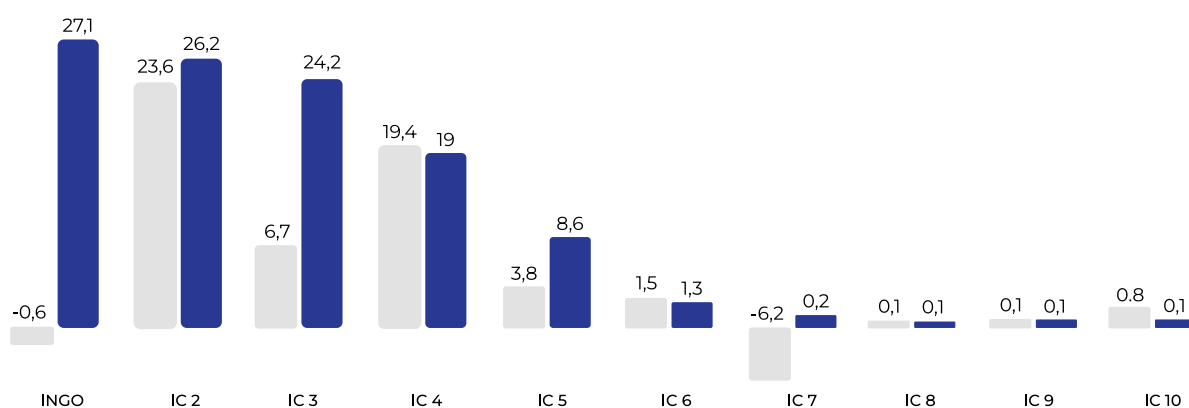
### Gross Premiums for Financial Loss Insurance. Legal Entities

INGO Dynamics 4755

vs.NAIU 96.9%

#### Insurance Premiums

■ Premiums ■ Premiums for Previous Year



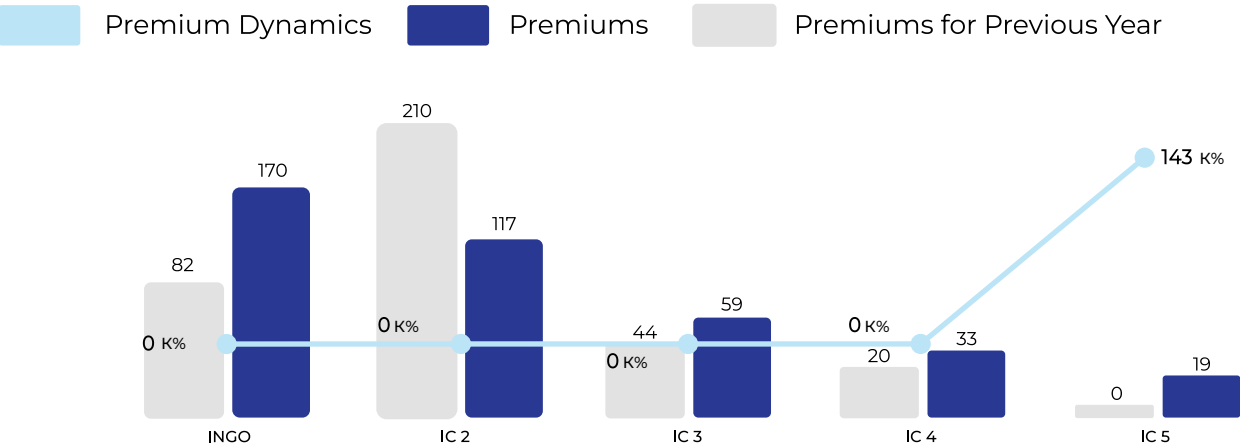
MARKET POSITIONS

PREMIUMS, AIRCRAFT AND MARINE INSURANCE

Gross Premiums for Aircraft ad Marine Insurance. Legal Entities

INGO Dynamics 108.2% vs.NAIU 7.4%

Insurance Premiums

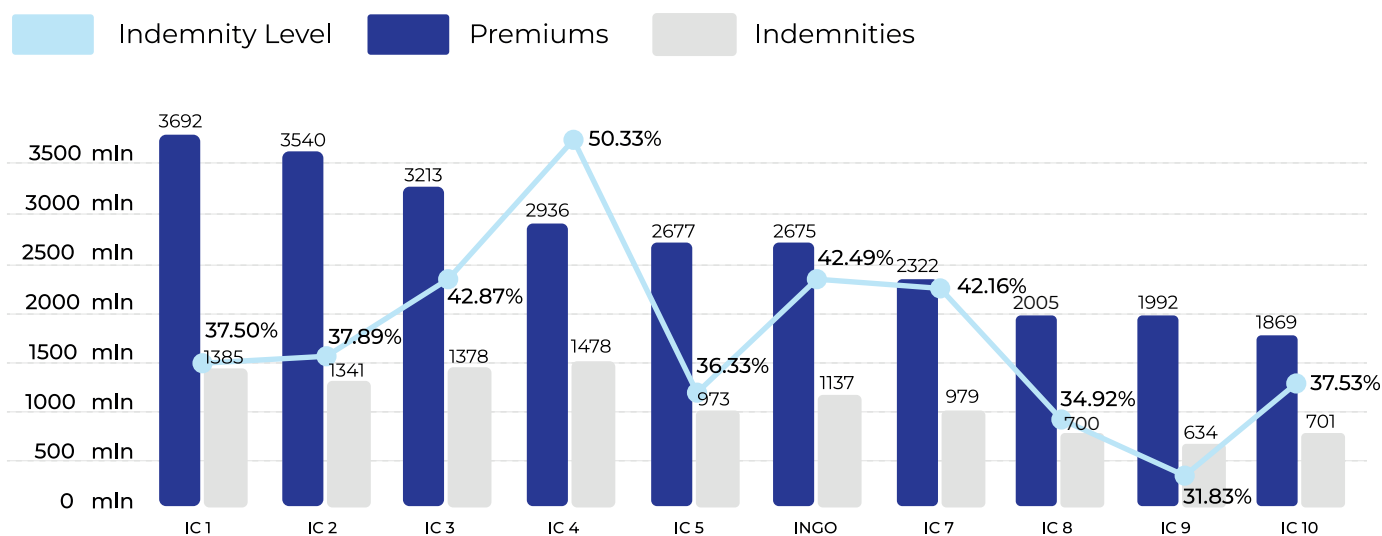


# MARKET POSITIONS

## INDEMNITY LEVEL

### All Types of Insurance. Indemnity Level

#### Insurance Premiums and Indemnities

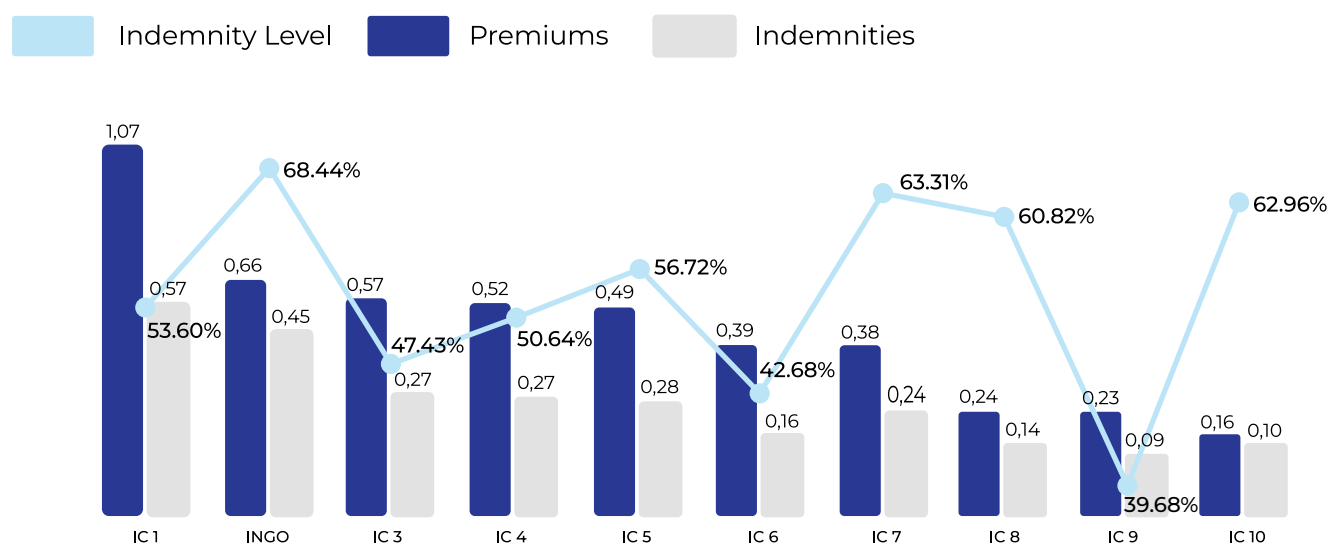


## MARKET POSITIONS

# VHI INDEMNITY LEVEL

### Voluntary Health Insurance. Indemnity Level

#### Insurance Premiums and Indemnities



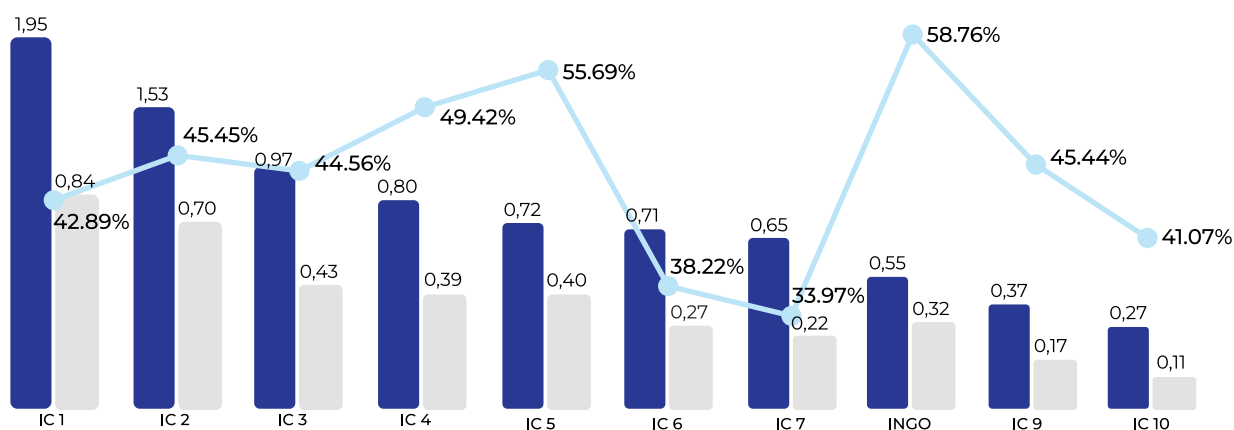
## MARKET POSITIONS

# CASCO INDEMNITY LEVEL

### CASCO. Indemnity Level

#### Insurance Premiums and Indemnities

Indemnity Level Premiums Indemnities



# SOLVENCY

2023

2022

Actual Solvency  
Margin

1106 402 ₺

886 643 ₺

125%

Normative  
Solvency Margin

438 404 ₺

298 421 ₺

147%

114%



Excess Rate

667 998 ₺

588 222 ₺



# REINSURANCE

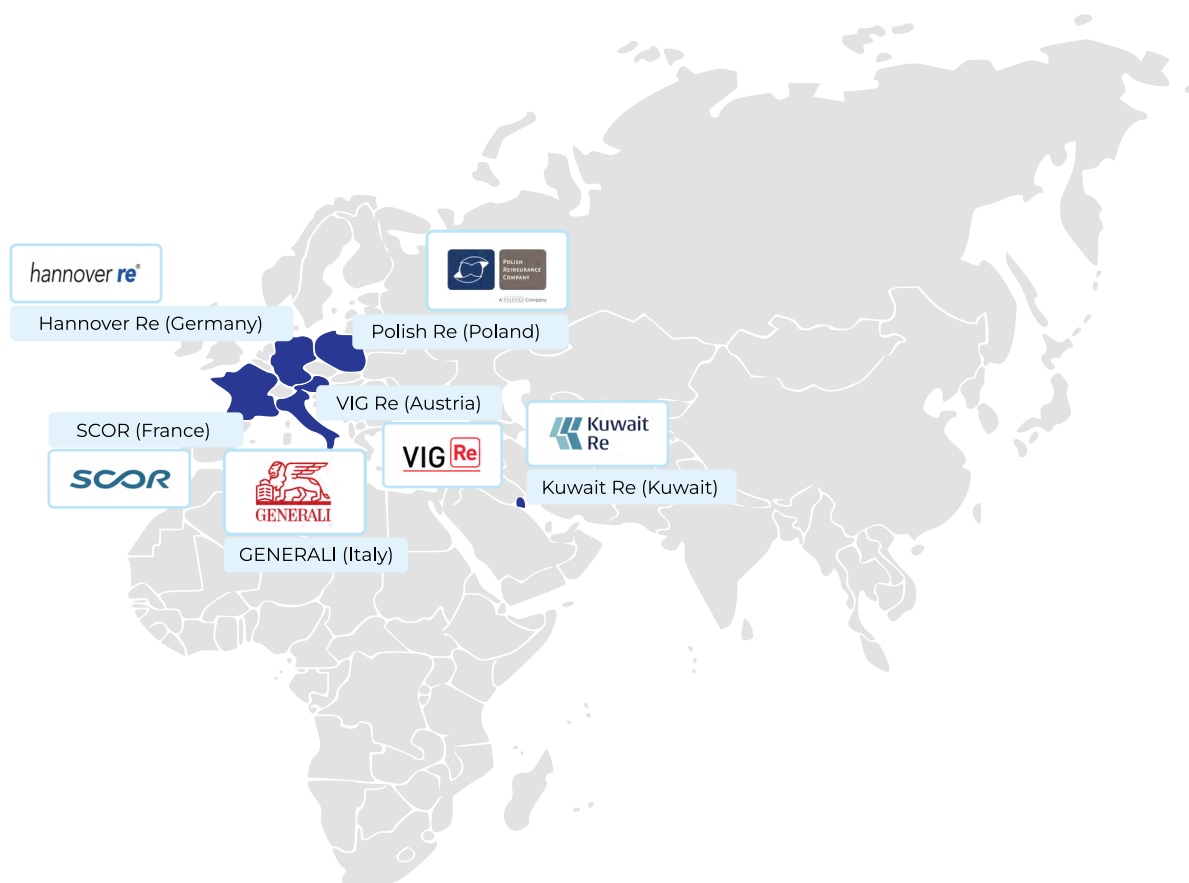
## REINSURANCE CAPACITY

In 2024, "INGO" managed to obtain optimal reinsurance conditions, even taking into account the growing business portfolio. The company maintained the total volume of multi-risk obligatory program in the amount of UAH 1.2 billion and increased the level of own retention from UAH 10 million to UAH 20 million.

## REINSURERS' RATINGS

100% of the obligatory reinsurance program is placed in companies with international financial strength ratings not lower than A-, according to the rating (A.M. Best and Standard & Poor's).

## KEY PARTNERS



# FINANCIAL RESULT

Item	For Reporting Period	For the Same Period of the Previous Year
Net Income from the Sale of Products (Goods, Works, Services)	—	—
Net Earned Insurance Premiums	2 005 196	1 513 075
Written Premiums, Gross Amount	2 674 896	1 779 726
Premiums Ceded to Reinsurance	478 632	243 662
Change in the Unearned Premium Reserve, Gross Amount	-259 280	43 965
Change of Reinsurers' Share in Unearned Premium Reserve	-68 212	66 954
Prime Cost of Sold Products (Goods, Works, Services)	-310 378	-219 878
Net Incurred Losses for Insurance Indemnities	-1 017 546	-659 279
Gross:		
profit	677 272	633 918
loss	—	—

# FINANCIAL RESULT

Item	For Reporting Period	For the Same Period of the Previous Year
Income (Expenses) from Changes in Long-Term Liabilities Reserves	—	—
Income (Expenses) from Changes in Other Insurance Reserves	-92 666	-195 789
Change in Other Insurance Reserves, Gross Amount	-176 470	-254 670
Change of Reinsurers' Share in Other Insurance Reserves	-83 804	-58 881
Other Operating Income	78 583	45 778
Income from Change in the Value of FMV Assets	—	—
Income from Initial Recognition of Biological Assets and Agricultural Products	—	—
Administrative Costs	-153 338	-102 016
Selling Expenses	-383 794	-291 358
Other Operating Costs	-17 566	-18 683
Expenses from Change in the Value of FMV Assets	—	—
Expenses from Initial Recognition of Biological Assets and Agricultural Products	—	—
Financial Result from Operating Activities:		
profit	108 491	71 850
loss	—	—

# FINANCIAL RESULT

Item	For Reporting Period	For the Same Period of the Previous Year
Income from Equity Participation	2 796	33 025
Other Financial Income	275 457	203 786
Other Income	8 165	1 292
Income from Charity Aid	—	—
Financial Expenses	-13 851	-48 758
Losses from Equity Participation	-8 922	-14 361
Other Expenses	-8 642	-1 661
Profit (Loss) from the Impact of Inflation on Monetary Items	—	—
Financial Result before Tax:		
profit	363 494	245 173
loss	—	—
Expenses (Income) from Profit Tax	-130 954	-86 117
Profit (Loss) from Discontinued Operations after Taxation	—	—
Net Financial Result:		
profit	232 540	159 056

# BALANCE

Asset	as of the beginning of the reporting period	as of the end of the reporting period
<b>I. Non-Current Assets</b>		
<b>Intangible assets</b>	71 576	84 706
original cost	114 315	138 611
accumulated depreciation	42 739	53 905
<b>Assets under construction</b>	35 013	27 212
<b>Fixed assets</b>	241 954	234 969
original cost	338 004	340 844
depreciation	96 050	105 875
<b>Investment Property</b>	9 287	9 146
original cost	10 159	10 159
depreciation	872	1 013
<b>Long-term biological assets</b>	—	—
<b>Long-term financial investments: reported by the method of other companies' equity interest</b>	176 091	175 865
<b>Other financial investments</b>	41 391	276 822

# BALANCE

Asset	as of the beginning of the reporting period	as of the end of the reporting period
<b>I. Non-Current Assets</b>		
Long-term receivables	0	0
Deferred tax assets	0	0
Goodwill	—	—
Deferred acquisition costs	129 450	174 037
Cash balance in central cash reserves	234 042	369 909
Other capital assets	—	—
<b>Subtotal I:</b>	<b>938 804</b>	<b>1 352 666</b>

# BALANCE

Asset	as of the beginning of the reporting period	as of the end of the reporting period
<b>II. Current assets</b>		
Inventory	838	845
Manufacturing inventory	838	845
In-process inventory	0	0
Final products	—	—
Goods	0	0
Current biological assets	—	—
Receivables for goods, products, works, services	351 622	442 667
Receivables per calculation: of advance payout	304	367
of budget	14	0
including income tax	—	—
Receivables per calculation of accrued assets	15 413	20 643
Other current receivables	52 652	75 508
Current financial investments	1 219 668	1 249 900



# BALANCE

Asset	as of the beginning of the reporting period	as of the end of the reporting period
<b>II. Current assets</b>		
Cash and cash equivalents	189 995	96 417
Cash	185	164
Bank accounts	189 239	95 247
Deferred expenses	—	—
Reinsurers' share in insurance reserves	286 983	438 999
including: reserve of long-term commitments	0	0
loss reserve or reserve of other payments	201 311	285 115
unearned premium reserve	85 672	153 884
other insurance reserves	0	0
other current assets	—	—
Subtotal II:	2 117 489	2 325 346
<b>III. Fixed assets held for sale and discontinued operations</b>		
Balance	3 056 293	3 678 012

# BALANCE

Liabilities	as of the beginning of the reporting period	as of the end of the reporting period
<b>I. Equity capital</b>		
Authorised capital	305 543	305 543
Contributions to unregistered authorised capital	0	0
Capital in revaluation surplus	99 723	98 016
Additional paid-in capital	—	—
Reserve funds	102 785	143 495
Retained income (uncovered loss)	450 168	644 054
Unpaid share capital	—	—
Withdrawn capital	—	—
Other reserves	0	0
<b>Subtotal I:</b>	<b>958 219</b>	<b>1 191 108</b>

# BALANCE

Liabilities	as of the beginning of the reporting period	as of the end of the reporting period
<b>II. Long-term liabilities and provisions</b>		
Deferred tax liabilities	16 057	17 703
Long-term bank loans	—	—
Other long-term liabilities	—	—
Long-term provisions	0	0
Long-term payroll	0	0
Targeted financing	—	—
Insurance reserves	1 517 188	1 952 938
including the reserve of long-term liabilities	—	—
loss reserve or reserve of due payments	687 712	864 182
unearned premium reserve	829 476	1 088 756
other insurance reserves	0	0
<b>Subtotal II:</b>	<b>1 533 245</b>	<b>1 970 641</b>

# BALANCE

Liabilities	as of the beginning of the reporting period	as of the end of the reporting period
<b>III. Current liabilities and provisions</b>		
Short-term bank loans	—	—
Current accounts payable for: long-term liabilities	—	—
goods, works, services	0	2 610
budget calculation	24 772	29 803
including income tax	23 318	27 611
insurance calculation	1 735	2 122
payroll calculation	7 053	11 619
Accounts payable for advances received	0	0
Accounts payable for calculation with participants	0	0
Accounts payable for insurance business	481 465	419 741
Current provisions	49 678	50 271
Deferred revenue	0	0
Deferred commission fees from reinsurers	0	0
Other current liabilities	126	97
<b>Subtotal III:</b>	<b>564 829</b>	<b>516 263</b>
<b>IV. Liabilities related to Non-Current Assets held for sale and discontinued operations</b>		
<b>Balance</b>	<b>3 056 293</b>	<b>3 678 012</b>

JS IC "INGO"

**THANK YOU FOR COOPERATION!**

A photograph of three business professionals walking through a modern office hallway. On the left, a woman with blonde hair in a dark blue suit and skirt walks towards the center. In the middle, a man with grey hair and glasses, wearing a dark blue suit and tie, walks towards the right. On the right, a woman with brown hair in a dark blue suit and skirt walks towards the center. They are all smiling and appear to be in conversation. The hallway has large glass windows and doors, and the floor is light-colored. The overall atmosphere is professional and positive.

**INGO**